

**SEMESTER 1 September-December 2022**

Taught in French (FR) or in English (EN)

CODE	FR	EN	COURSE TITLE	CONTACT HOURS	PLACES AVAILABLE	ECTS CREDITS
<b>FRENCH AS A FOREIGN LANGUAGE (Managed by the Department of Languages of the University of Montpellier): late September to December 16th, 2022</b>						
ADBC013	X		FLE (French as a Foreign Language)	24	places available	3
<b>from the Bachelor of International Management &amp; Busines (BIMB) 20/09/22 to 16/12/22</b>						
ADBC001		X	International Market Studies	18	places available	3
ADBC002		X	International Marketing Mix	18	places available	3
ADBC003		X	Psychosociology	18	places available	3
ADBC004		X	Intercultural Management	18	places available	3
ADBC005		X	Decision Psychology	18	places available	3
ADBC006		X	Introduction to Finance and international finance	18	places available	3
ADBC007		X	World Economy	18	places available	3
ADBC008		X	Export Strategy	18	places available	3
ADBC009		X	International Negotiation	18	places available	3
ADBC010		X	International Distribution and Sales	18	places available	3
ADBC012		X	Spanish <i>2 groups: Beginners or Advanced</i>	30	places available	5
<b>from the LICENCE 3rd year in Management, taught in French (bachelor level) 05/09/22 until 10/12/22</b>						
AALSTC00	X		Comptabilité générale	15	5	3
AALSTC07	X		Diagnostic financier	15	5	3
AALSTC02	X		Economie générale	15	5	3
AALSTC03	X		Droit	15	5	3
AALSTC04	X		Marketing stratégique	15	5	3
AALSTC05	X		Marketing opérationnel	15	5	3
AALSTC06	X		Théorie de la décision	15	5	3
AALSTC01	X		Comptabilité analytique	15	5	3
AALSTC08	X		Théorie des organisations	15	5	3
AALSTC09	X		Gestion des ressources humaines	15	5	3
AALSTC10	X		Informatique-Bureautique	15	5	3
AALSTC11	X		Data web certification	15	5	3
<b>from the MASTER 1st year in Management, taught in French 12/09/22 until 17/12/22</b>						
AAMS110	X		Gestion des Ressources Humaines	30	5	6
AAMS111	X		Marketing	30	5	6
AAMSC000	X		Comptabilité	15	5	3
AAMSC001	X		Contrôle	15	5	3
AAMS113	X		Organisation et économie	30	5	6
AAMSC002	X		informatique de gestion	15	5	3
AAMSC003	X		Simulation de gestion	15	5	3
AAMS122	X		Management des systèmes d'information	30	5	6
AAMS123	X		Outils pour le contrôle	30	5	6
<b>from the MASTER 1st year International Business Engineering 08/09/22 until 16/12/22</b>						
AAMCC100		X	Organizational theory	18	5	3
AAMCC101		X	Theory of the firm	18	5	3
AAMCC102		X	Financial accounting	18	5	3
AAMCC103		X	Cost accounting and international cost accounting	18	5	3
AAMCC104		X	Strategic marketing (M1)	18	5	3
AAMCC105		X	Marketing studies	18	5	3
AAMCC106		X	Information systems	18	5	3
AAMCC107		X	Simulation (M1)	18	5	3
AAMCC108		X	Introduction to finance (M1)	18	5	3
AAMCC109		X	Global entrepreneurship	18	5	3
AAMCC110		X	CSR & Ethics	18	5	3
AAMCC111		X	International human resources management	18	5	3

OPEN TO  
MASTER  
STUDENTS  
ONLY

from the MASTER 2nd year Marketing Intelligence and International Sales Strategy 01/09/22 until 16/12/22							
AMISC000		X	Business Intelligence	18	5	3	OPEN TO MASTERS STUDENTS ONLY
AMISC001		X	Pricing	18	5	3	
AMISC004		X	Digital Marketing & Selling	18	5	3	
		X	Customer Relationship Management	18	5	3	
AAMIS200		X	Collaborative Management/Emotional Intelligence	36	5	3	
AMISC006		X	Design Thinking & Agility	18	5	3	
AMISC007		X	Research Methodology & Disruptive Approach	18	5	3	
AMISC008		X	Supply Chain Management, Sales & Distribution	18	5	3	
AMISC009		X	Intercultural Communication	18	5	3	
AMISC002		X	Leading a Sales Force and Business Ethic	18	5	3	
		X	Key Account Management	18	5	3	
AMISC011		X	Case studies	18	5	3	
AMISU403		X	Simulation	18	5	3	
from MBA Digital Business & Innovation 27/09/22 to 16/12/22							
ADGC011		X	IT for Human Resources Management	18	places available	3	OPEN TO MASTERS STUDENTS ONLY
ADGC010		X	Big Data	18	places available	3	
ADGC007		X	Business Process Management	18	places available	3	
ADGC008		X	Technologies Management	18	places available	3	
ADGC001		X	International Strategy	18	places available	3	
ADGC002		X	E-Marketing & Sales Force	18	places available	3	
ADGU010		X	Innovation Management	36	places available	6	
ADGC003		X	European Culture	18	places available	3	
ADGC005		X	Business Game	18	places available	3	